

ANNUAL REPORT



**Principado de
Asturias**

Consejería de
Ciencia, Innovación
y Universidad

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1. Impact on society



COMMUNICATION

+300 Media appearances
+ 1.200 new followers in social networks



TRANSFER

Impact on +200 researchers
6 new spin-off projects



KNOWLEDGE TRANSFER, INNOVATION AND TALENT

4,731 people reached with our dissemination activity
252 new entrepreneurs attended & 133 new innovative projects
47 RADAR awards applications

SECTORAL ECOSYSTEMS



ENERGY AND CIRCULAR ECONOMY

74 business projects supported



SMART AND RESILIENT INDUSTRY

43 startups in acceleration programs
2 open innovation programs



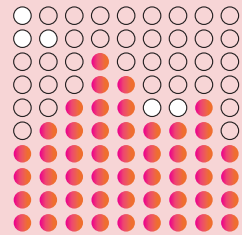
BIOECONOMY HEALTH AND AGING

69 business projects supported
1 acceleration program BIOCEEI



AGRI-FOOD

30 business projects supported



BUSINESS IDEAS

146 business ideas supported for starting-up
68 were technology-based

STARTUPS

35 new highly innovative companies
19 were technology-based companies

STARTUPS SUPPORTED FOR GROWTH

216 Startups
139 in growth programs

54.4 % received + 2 supports
29 % startups + 2 intensive programs

24 STARTUPS in 4 international events

QUICK GLOBAL

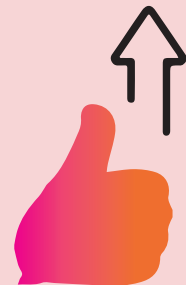
Internationalization accelerator 6 startups

TBC

9 companies obtained the EIBT label recognition

SPACES

61 startups hosted at our Incubator, Bioincubator and Industry 4.0 building AS5Hub Open Innovation Laboratory launched



SURVIVAL RATE

67,26 % after five years of innovative companies,
+ 22 points above average



188 business projects supported for INVESTMENT READINESS

PRIVATE INVESTORS

7 Investment Forums
83 business projects presented to investors
120 investors involved
5 Investment agreements 1,186,000 € finance achieved early stages
2 Investment agreements 1,400,000 € finance achieved growth stages



FUNDING RAISED

38 business projects financed

3,109,976 €

93% for TBCs



2. Who we are



Teamwork is our best asset

Who we are

We are the European Business and Innovation Centre of Asturias (BIC Asturias), established as a non-profit organisation and endorsed by a pool of private and public organizations under the EU|BIC -European Commission's BIC model, to promote the launch and growth of innovative companies in our region.

As a reference instrument for innovative, technology-based and deep tech entrepreneurship in Asturias, today under the strategic direction of the Ministry of Science, Innovation and University, we act as Knowledge Transfer Office, bringing to the market the research results generated by the regional scientific ecosystem.

Our mission is to

- Spread and boost entrepreneurial and innovative culture.
- Support the creation and growth of new companies, specially innovative and technology - based companies related to strategic sectors.
- Support startups through the path to innovation and diversification.
- Develop new entrepreneurial activities to boost innovation and employment.

We strive to

- Be the main choice for would be entrepreneurs and startups to create and develop their companies.
- Be recognised by stakeholders for the quality of our services.
- Be among the top BICs in Europe.

Entrepreneurship and innovation networks

Networking is crucial for us. We have strong connections with sector experts and leaders in entrepreneurship, investors, technology centers, universities, entrepreneurial support networks, organizations, and leading companies. These partnerships are essential for positioning within the innovative and entrepreneurial ecosystem.

Closely aligned with the strategies of the regional government and operating under the strategy of the Ministry of Science, Innovation, and University, BIC Asturias is consolidating its objectives as a Knowledge Transfer Office to the market and is involved in designing strategies to position technological entrepreneurship in a new dimension.

We belong and have significant positions within government teams in the main entrepreneurial and innovation support networks:

- **Presidency of the European Business and Innovation Centres Network (EBN).** It is an extensive network of accredited centers and experts that promote entrepreneurs, startups, and innovative SMEs, with over 150 member entities in more than 35 countries worldwide. In addition to being members of the Board, Management Committee, and Business Quality Group (BCQM), we actively participate in sector specific specialization groups (Special Interest Groups - SIG).
- **Vice Presidency in the Spanish National Association of Business Innovation Centres (ANCES).** A leading network in entrepreneurship and innovation in Spain. It brings together the 32 national CEEIs, which are innovation references with a presence in all communities. In addition to being part of the ANCES Board of Directors, we coordinate the Ances Open Innovation initiative.

Our positioning as members of the **Advisory Council of High Commissioner for Spain as an Entrepreneurial Nation** in the field of technology transfer, or our participation through the GT 1 Entrepreneurship, a working group of the **Spanish Association of Regional Development Agencies** (FORO ADRs), allows us to have a high level of involvement in the Spanish ecosystem.

At the regional level, we participate in the ACEPPA network, the Association of Public Business Centers of the Principality of Asturias, which brings together 14 public business centers that promote entrepreneurs and SMEs throughout our region, achieving territorial cohesion in the field of entrepreneurship.

We also maintain strong links with the European Union through the involvement of our director in evaluation activities and the design of flagship initiatives such as the European Innovation Council - EIC. We actively participate in activities related to Horizon Europe, providing a close insight into trends and support instruments.

BIC Asturias staff

Cristina Fanjul Alonso

MANAGING DIRECTOR

Alfredo González Arango

CHIEF INFORMATION AND COMMUNICATION
TECHNOLOGIES OFFICER

Lydia Alonso Díaz

RESPONSIBLE FOR ORGANIZATIONAL INNOVATION

Roberto Parrondo Alonso

COMPANY SERVICES AND EUROPEAN PROJECTS
COORDINATOR

Verónica Álvarez Ayora

COORDINATOR ACCESS TO FINANCE

Ana M^a Méndez Rodríguez

BUSINESS CONSULTANT

Belén Flecha Sors

BUSINESS CONSULTANT

Berta García Fanjul

RECEPTION

Cecilia Cachero Crespo

BUSINESS CONSULTANT

Loli Fernández Rodríguez

ADMINISTRATION

Natalia Iglesias Álvarez

ADMINISTRATION

Noé López Alvariñas

BUSINESS CONSULTANT

Soqui Pérez Bruces

BUSINESS CONSULTANT

Tamara Álvarez Fernández

COMMUNICATION AND ICTs

Communication

We work with different communication and marketing tools in order to achieve the following results:

- We contribute to spread innovation, entrepreneurship, information about the services we offer, as well as promoting and increasing visibility for our clients.
- We aim to foster stronger engagement with our customers and enhance stakeholders' understanding of our services.

Our channels:

- Website: <https://www.ceei.es> It is one of our main communication channels that increases visits each year.
- Newsletter: sent to an average of 8,790 recipients.
- Social networks: we post daily channels with valuable content. We have uploaded 18 new videos on YouTube.



Offer information concerning:

- Services and resources available for entrepreneurs and innovative, and technology-based companies, as well as events and activities
- Directory of businesses hosted at our incubator and information about the startups we assist
- Tools of interest, like the "Guide for setting-up a company".



On the other hand, we also deploy other media ACTIVITIES, such as TV, press and specialized publications. As a result of the promotional activity, **55** companies appeared in different means of mass communication.


Our activity on social media continues to grow, we have increased by 1,249 followers, reaching a total of 14,612.

In 2022, we had:

 3,364 friends  3 %

 5,390 followers  22.8 %

 5,858 followers  3 %

 18 videos uploaded
+1,200 views

We designed the audiovisual campaigns #WOMENINSCIENCE #WOMENENTREPRENEURS, in order to highlighting the importance of the role of women entrepreneurs in our society. The campaign involved 41 women and achieved a great impact on social networks.



▶ 357 media appearances

▶ 8 newsletters sent to 8,790 recipients

▶ 69 HTMLs sent



BOARD AND GENERAL ASSEMBLY MEETING JANUARY 26TH

EBN CONGRESS MAY 24TH-25TH BRUSSELS





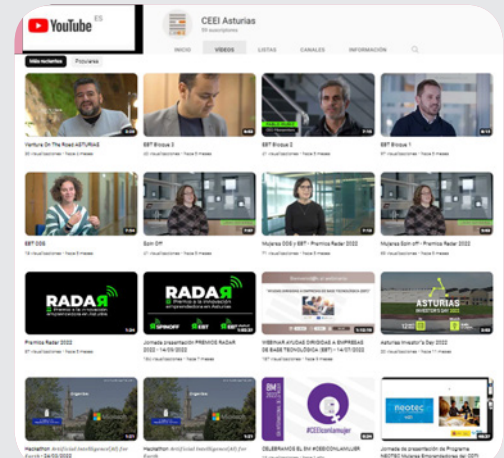
**ADVISORY COUNCIL HIGH COMMISSIONER FOR SPAIN'S ENTREPRENUAL NATION
MARCH 30TH MADRID**



**ANCES GENERAL ASSEMBLY MEETING
OCTOBER 29TH LINARES**



MATCHMAKING INNOVATION IN HEATH FORUM JUNE 22ND GIJON



BIC ASTURIAS YOUTUBE CHANNEL



3. Knowledge transfer, innovation and talent

To strengthen the knowledge transfer, BIC Asturias carries out actions aimed at generating and attracting innovative and technology-based business projects in knowledge-intensive areas. With this purpose, we:

- Work together with the **University of Oviedo**, developing a program of activities targeted towards students and researchers, with the goal of analyzing potential lines of research and activity that can evolve into new companies through the spin-off concept: courses, masters programs, awards, events, and other initiatives.
- Also collaborate with **Technological Centers & Corporates** as knowledge generating institutions to design strategies aimed at identifying and generating spin-offs: holding meetings with research staff or knowledge transfer events.
- With the **Ministry of Science, Innovation, and University** we have organized:

The **1st Fair of Science and Innovation of Asturias**, this event brought together all institutions in the scientific and technological ecosystem, innovative companies, and educational centers involved in R&D projects (+100 researchers, 240 students, 18 startups involved).

The seminar, **“The Collider Train the Trainers Lean LaunchPad”**, a two-day training session on technology transfer, delivered by The Collider (MWC), for 25 people from public and private research centers in Asturias.

- At the National Congress of Entrepreneurial Scientists, we participated in the roundtable discussion on Scientific Entrepreneurship as a driving force for knowledge transfer.
- Organise a variety of activities, awareness events and training courses to stimulate entrepreneurs and business opportunities.
- Launch the annual RADAR Awards.
- Cooperate with other awards at regional, national and european level.
- Disseminate entrepreneurs and start-ups activity, innovation and entrepreneurial actions.

▶ impact on **+ 200 researchers**

▶ **6** new spin-off projects

▶ People reached with our dissemination activity: **4,731**

▶ **252** New entrepreneurs attended - New innovative projects **133**

In collaboration with the regional development agency (IDEPA), we have participated in **Start in Asturias**, the strategy to attract talent and entrepreneurial projects to our region by promoting the opportunities within the regional ecosystem. Presentations were conducted at international events such as:

- March 4th Barcelona, as part of 4YFN, a renowned event for startups.
- June 13th Madrid, at the Demo Stage of the South Summit, a key international gathering.
- June 23th Gijón, as part of the Matchmaking Forum on Smart Health Solutions for Innovative Products and Processes, organized by FENIN (Spanish Platform for Innovation in Health Technology).
- October 24th Asturias Startup Paradise Webinar, targeting 20 foreign startups within the Risingup inSpain program.
- November 3th Lisbon, during the Web Summit, one of the largest global technological fairs and the most prominent within the European sphere.

RADAR AWARDS

In a clear strategy to reinforce knowledge transfer initiatives to the market as a way of generating wealth and employment in Asturias, in collaboration with IDEPA we launched the RADAR Awards for Entrepreneurial Innovation in Asturias, with an endowment of 80,000€ and aimed at rewarding the best technology-based initiatives in three categories (RADAR Spin-off, RADAR TBC and RADAR TBC Sustainable Development Goals)

RADAR SPINOFF

Aimed at **researchers** who develop their professional activity in public or private asturian research centers.

Prize value: 15,000 €

Applications received: 7, from 31 researchers belonging to five Research Centres.

Winner: The project “**ENDO- BOWEL- BAG**” promoted by researchers of the Health Research Institute of the Principality of Asturias (ISPA) and the University of Oviedo. This proposal introduces an innovative device that facilitates the collection of waste from patients with colostomy or ileostomy, allowing controlled evacuation into the bag and minimizing psychological impact by replacing the external collection system on the abdomen with a significantly smaller-sized plug.

RADAR TBC

Aimed at recognizing the best Technology-Based Companies (TBCs)

Prize value: 2 prizes 25,000€ ea

Applications received: 28

Winners:

Aritium, develops and deploys innovative solutions based on Internet of Things (IoT) and Artificial Intelligence (AI) to optimize and automate processes in the healthcare field, ranging from systems for monitoring environmental conditions to solutions for automatically tracking patients' vital signs.

Bettermaps, A startup that combines digital cartography with artificial intelligence to generate unique maps tailored to the needs of users in a natural and simple manner.

RADAR TBC Sustainable Development Goals (SDG)

A category for those Technology-Based Companies that have carried out projects with impact and demonstrable results oriented towards sustainable development goals (SDGs).

Prize value: 15,000€

Applications received: 12

Winner: Diecolpet, develops biodegradable and environmentally-friendly products for pet cleaning and hygiene, as well as for any surface, textiles, or objects in contact. These products protect urban heritage from urine corrosion and reduce animal deaths and illnesses by avoiding the use of toxic substances.

The award ceremony took place on november the 18 at Hotel Reconquista in Oviedo, a major public networking event with a strong presence of businesses and institutions, and over 200 attendees. The event featured a keynote speech by Rocio Arroyo, the first woman to win the 2022 National Innovation Award in the Innovative Career category and winner of EU prize for Women Innovators of the European Innovation Council (EIC).



**THE COLLIDER TRAIN THE TRAINERS LEAN LAUNCHPAD
NOVEMBER 23TH-25TH GIJON**



**START IN ASTURIAS IN WEBSUMMIT
NOVEMBER 3TH LISBOA**





1ST FAIR OF SCIENCE AND INNOVATION OF ASTURIAS
NOVEMBER 17TH GIJÓN



THE COLLIDER TRAIN THE TRAINERS LEAN LAUNCHPAD
23 / 25TH NOVEMBER GIJÓN



TALENTUO PRESENTATION APRIL 26TH OVIEDO



RADAR AWARDS WINNER NOVEMBER 18TH



ROCIO ARROYO SPEECH AT RADAR AWARDS EVENT NOVEMBER 18TH



4. Innovative and technology based companies startup and growth

Innovative and technology based companies startup and growth

As established in our mission, we provide personalized advice and tailor-made support to entrepreneurs with innovative business ideas and technology-based startups in order to:

CHAPTER

4

- Analyse and develop their business idea.
- Define a solid and coherent innovative business model.
- Register the company on-line, as a PAE point.
- Develop sector-specific acceleration and business growth programs.
- Expand their networks with other entities, entrepreneurs, companies, and potential collaborators. This includes not only regional connections but also national and international ones, as we are part of the incubator-accelerator networks ANCES and EBN.

CHAPTER

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- Plan the financial resources needs to carry out the business project.
- Seek funding, we facilitate access to grants and subsidies, venture capital, participatory loans, private investors, bank financing, etc.

CHAPTER

6

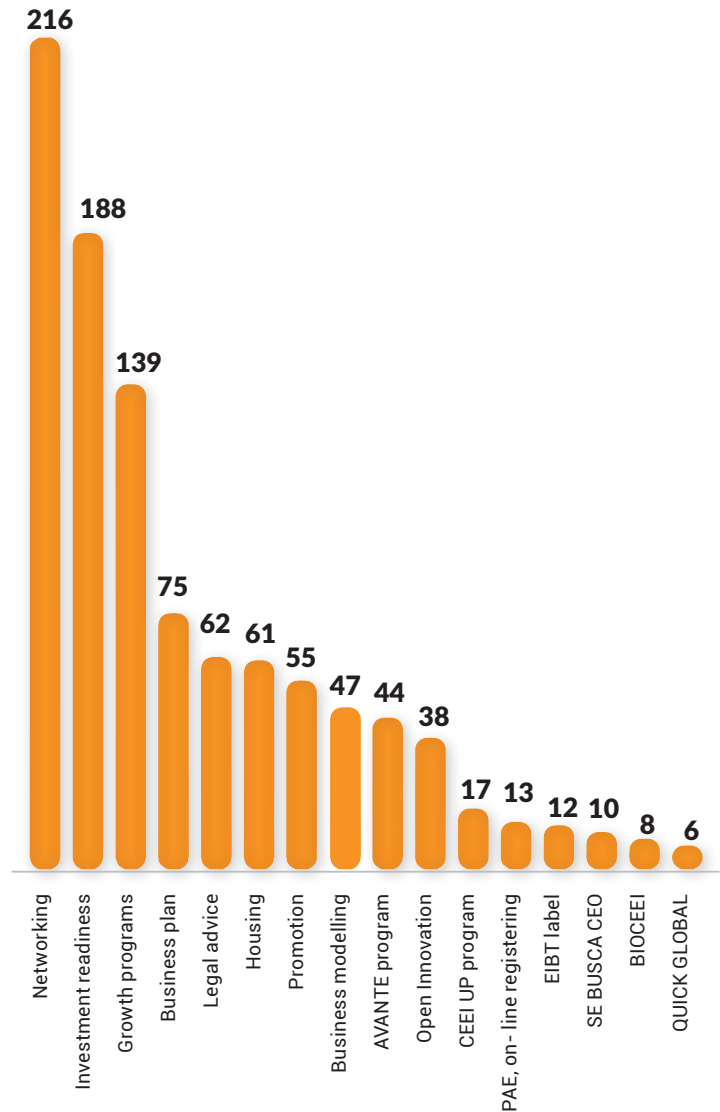
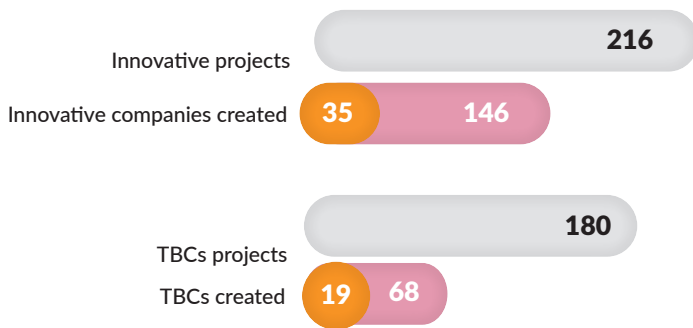
- Develop their business in our Incubator and Bioincubator, located at the Technology Park of Asturias, and in the Industry 4.0 Building or AS5HUB, in the Science and Technology Park of Gijón, with adapted offices, working spaces and laboratories

The supported projects benefited from the following services:

During 2022, we supported **362** innovative business projects **248** were technology-based business (TBCs), in different stages:

- CREATION / ENTREPRENEURIAL IDEAS: 146 potential entrepreneurs that created 35 new innovative companies. 68 were technology-based projects that established 19 new technology-based companies (TBCs).
- GROWTH: 216 innovative companies, 180 were TBCs

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Consultancy for innovative business projects

We offer accurate analysis and rigorous support in every aspect of business model of innovative projects, both for starting a business or fostering its growth.

Our dedicated assistance helps entrepreneurs to evaluate their entrepreneurial ideas, assess their feasibility, and establish a viable and market-oriented business model.

We provide individualized and personalized advisory services to develop a comprehensive business plan that encompasses essential areas such as legal, labor, market analysis, intellectual property, commercial strategies, and economic and financial elements.

▶ Projects supported for business modelling: **47**

▶ Projects supported for business planning: **75**

25

Acceleration programs

We assist entrepreneurs in structuring and giving coherence to their innovative and sustainable business models through intensive programs of practical training that combine training and coaching, along with personalized guidance provided by business and industry experts.



CEEI UP

In November, we launched the first edition of this program in blended format, combining in-person and online group sessions that covered key competency areas, including agile methodologies, financing, legal aspects, communication, technology watch, patent and trademark registration, intellectual property,

pitching, and more.

Over 5 weeks, **20 participants** worked on designing the business model for **17 innovative proposals** in sectors such as food-tech (human and animal), healthcare, advanced business services, commerce, security, sustainability and digitalization.

The program concluded on December 14th with a DEMO DAY.

Sectoral business projects acceleration

In alignment with the Asturian Smart Specialization Strategy S3, we provide specialized sectoral initiatives and acceleration programs with personalized support from experts in the development of business models.

Our focus areas are closely linked to the sectors of Bioeconomy and Health and Agrifood. Through our sector-specific business project acceleration programs, we prioritize the maturation of new business projects or the development of new activity lines. Our approach includes comprehensive support comprising training and advice for startups and scale-ups.



Bioeconomy, Health and Aging

- **69** business projects supported
- **1** acceleration program **BIOCEEI**
- Matchmaking Innovation in Health Forum: Smart Health Solutions for Innovative Products and Processes, with FENIN (National Tech Platform).

Agrifood

30 business projects supported

#MisionVIDA program launched with CAPSA VIDA

With EIT Food 11 startups have visited IV Fun & Fan event

Survival rate

Survival rate of companies created with our support:

Companies created with BIC Asturias support	Survive:	
	> 5 years	> 3 years
Innovative companies	67.26 %	79.03%
Technology - based (TBCs)	65.48%	79.21%
National Average (*)	45.09%	64.51%

(*) Font: Estudio INE-DIRCE - IDEPA

▶ **67.26%** after five years of innovative companies



Avante

To support business consolidation and growth , BIC Asturias designed this programme. An innovative approach and agile and personalized services aimed at innovative Asturian companies looking for a solution that allows them to improve their current competitive situation. Actions range from business scalability, selling, financing, improving professional skills or opening commercial channels, among other actions.

AVANTE included microlearnings prepared by the BIC staff and involved also experts of utmost relevance.

In 2022, 44 companies have been advised and 6 seminars with more than 250 participants have been held.

Accelerator for Internationalization Quick Global



BIC ASTURIAS and ASTUREX have jointly launched a new edition of the "Accelerator for Internationalization - QUICK GLOBAL" program, an innovative initiative aimed at fast-tracking the international expansion of global young innovative companies. The program has set remarkable objectives, including fostering a culture of early internationalization within the regional entrepreneurial ecosystem.

It seeks collaborative efforts with other organizations and institutions involved in regional economic development, entrepreneurship, and internationalization. The program integrates many services into a single comprehensive program and establishes an agile methodology to support the internationalization of young companies.,

This 6-month program offers participating companies a wide range of services, including entrepreneurship mentoring, foreign trade advice, mentorship from experienced exporting companies, training, access to Asturex's Foreign Network for connecting with potential clients in specific target markets, and financial assistance if needed.

The 2021 program concluded on February 25th with a DEMO DAY and the 2022 edition runs with the participation of 7 startups: AUTEKNIA, CINELENSES, IMMERSIVE OASIS, PLEXIGRID, ROOM 2030 and SOAR INGENIERIA.

Networking – BIC Asturias Community

We foster fast and high-value connections between corporates and the vibrant BIC Asturias startup community. We facilitate meetups and networking events with the goal of expanding markets, cultivating contacts, and form strategic alliances.

Furthermore, we coordinate the participation of **24 startups** and provide comprehensive support for their participation in 4 international events.

4 YEARS FROM NOW (4YFN), BARCELONA, 28 FEBRUARY 28TH – MARCH 3TH

This event, held in parallel to the Mobile World Congress (MWC) in Barcelona, is the startup event of the world's largest exhibition for the mobile industry.. Its main objective is to provide innovative startups with increased visibility. It has become a prominent platform within the entrepreneurship ecosystem, bringing together entrepreneurs, investors, institutions, and large companies.

Supported by the international promotion strategy of the Government of Asturias Foreign Promotion Society (ASTUREX), 3 startups participated in the event: ARITIUM, SOLVY and ONIRIX.

SOUTH SUMMIT. MADRID JUNE 8TH- 10TH

South Summit, hold in Madrid, is one of the leading innovative platforms for startups, investors and corporations from over the world.

BIC Asturias, IDEPA, SRP, and Asturex, along with a delegation of 12 Asturian startups, attended this space of innovation with a dual objective. On the one hand, they aimed to present Asturias as an investment destination for startups through the START IN ASTURIAS program. On the other hand, they sought to promote the growth and consolidation of our technology companies by establishing connections and commercial relationships with investors, entities, and companies associated with the startup ecosystem.

The startups H2VECTOR, PIBY, BETTERTMAPS, TEAMEQ, PIBICO, ROOM2030, ARITIUM, KOINSYS, 2CHAIN BLOCKCHAIN, HUMAN ANALYTICS, MIMETLY, HOLAPLACE, and SOLVY had a prominent presence with their own booth, showcasing the potential of the region's emerging technological landscape.

Alongside the participation of these companies, Cristina Fanjul, Managing Director of BIC Asturias, took part as a speaker in the panel discussion on "Innovative Ecosystems"

BIOEUROPE. LEIPZIG (GERMANY) OCTOBER 24TH -26TH

Bio-Europe stands as Europe's premier partnering event for the biotechnology industry, attracting biotech companies, pharmaceuticals, and investors every year. Three Asturian biotech startups participated in the European event thanks to the collaboration of BIC Asturias and Asturex.

During their involvement in this event, BQC REDOX TECHNOLOGIES, MICROVIABLE THERAPEUTICS, and NEUROSTECH held bilateral meetings with potential clients and investors. They also gained insights into the latest developments in the biotech industry, attended parallel conferences and panels, and explored the trade opportunities.

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IV FOOD FUN&FAN, BILBAO, OCTOBER 6TH

BIC Asturias, in partnership with the European consortium EIT Food, organized a visit for a delegation of 11 startups to the FOOD FUN&FAN event on agri-food entrepreneurship.

This event catered to both entrepreneurs and established startups or innovative companies in the agri-food sector, with a focus on transforming the agri-food industry to foster better health, sustainability, and trustworthiness. The event showcased the latest innovations in the field, along with strategies for success. Participants had the opportunity to network with startups from across Europe and attend talks by esteemed speakers, corporate representatives, and investors.

WEB SUMMIT, LISBON, NOVEMBER 1ST TO 4TH

Web Summit is one of the largest and most relevant technology fairs worldwide, particularly within the European sphere. The event brings together leading global technology companies, as well as smaller companies, startups, entrepreneurs, and the digital community.

To showcase the potential of Asturian ICT sector and enhance the visibility of Asturian technology companies at this international event, Asturex and BIC ASTURIAS, in

collaboration with ICEX, organized the participation of 9 Asturian startups: WE ARE CYCLE CYCLE PLATFORM, BETTERTERMAPS, GooApps®, HOLAPLACE, KOINSYS, UPINTELLIGENCE, H2VECTOR, ROOM2030, and SUNTHALPY .

The fair gives a great opportunity for Asturian companies to connect with high-quality strategic partners and gain insights into the innovations and projects undertaken by other companies in the sector.

THE BUSINESS BOOSTER 2022, LISBON, SEPTEMBER 28TH AND 29TH

The Business Booster serves as an international gathering, bringing together the 150 most promising startups in Europe in the fields of sustainability and energy. The event aims to address the challenges that Europe faces in the future, with the expectation that these startups will have a substantial impact.

The event, organized by EIT InnoEnergy, took place in Lisbon at the end of September. Key participants, including corporates, investors, government administrations, and experts, actively engage in the event's agenda.

BIC Asturias participated in this edition to gain insights into trends and technologies contributing to energy deployment in Europe, while also promoting the Asturian ecosystem and its attractiveness for startups through the "Start in Asturias" initiative.



4 YEARS FROM NOW
FEBRUARY 28TH BARCELONA

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WEBSUMMIT NOVEMBER 2ND LISBON



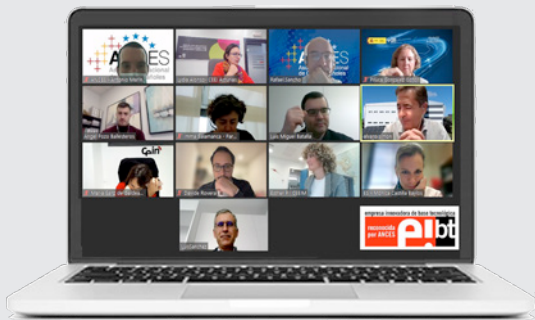
SOUTH SUMMIT JUNE 7TH MADRID



SE BUSCA CEO DEMO DAY **JULY 6TH**



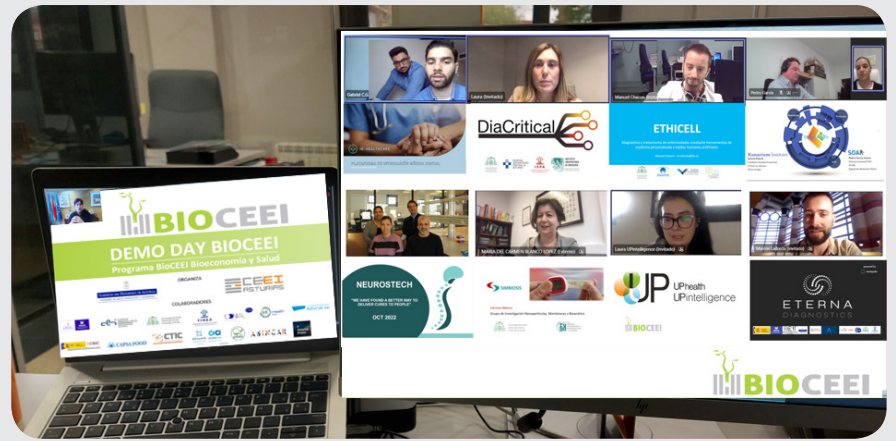
ASTURIAN STARTUPS IN FOOD FUN & FAN **OCTOBER 6TH BILBAO**



EIBTS LABEL COMITEE **MARCH 18TH**



**ANCES OPEN INNOVATION FINAL EVENT
MAY 19TH MADRID**



BIOCEEI DEMO DAY OCTOBER 26TH



STARTUPS AND LEADING COMPANIES V OPEN INNOVATION PROGRAMM JUNE 27TH GIJON



5. Access to Finance

Access to Finance

Our tailored Investment Readiness program, guides entrepreneurs and startups in creating their financial plan, assessing their alternatives, and supporting them throughout the funding process.

We have close connections with organizations, financial institutions, and investors, enabling investable startups to access major financing channels, such as private investors, investment forums, venture capital or participatory loans among others.

Our personalized advice is complemented by groupal activities like Investment Readiness Workshops which strive to enhance the financial skills of entrepreneurs and young companies.

On the other hand, we actively promote the awareness of funding entities about entrepreneur and startups through many meetings, workshops and events with the purpose of adapt their lines to early-stage business projects needs.

During 2022:

- We advised **188 business projects** 115 of them applied for financing form either public or private sources.
- We validated 28 business plans to access a specific subsidy for Technology-Based Companies (TBCs) promoted by the government of Asturias and provided support to 21 proposals for the Asturias Startup Fund, promoted by SRP.
- We organized 3 Investment Readiness workshops (March 24th, November 9th, and November 16th) for 26 entrepreneurs. The final workshop specifically focused on preparing the pitch in English in collaboration with Rubik's Chameleon, eFino, and Kingstom English Centre.

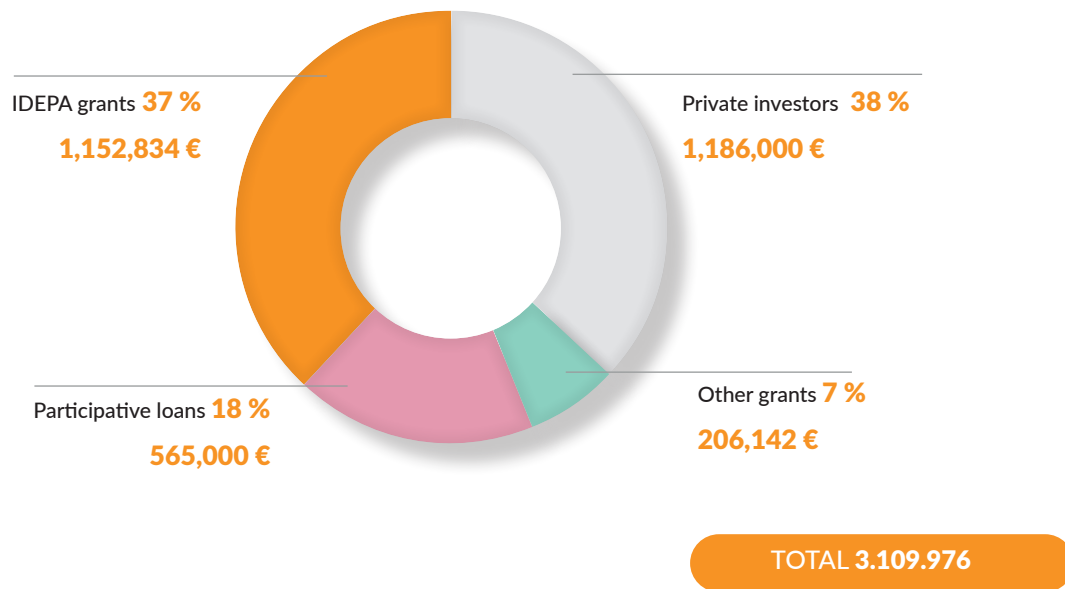
INVESTMENT READINESS AND FINANCING ACHIEVED

▶ Business projects supported in Investment Readiness **188**

▶ Business projects financed: **38**

▶ Funding achieved: **3,109,976 €**

FINANCING ACHIEVED € / SOURCE



FINANCING ACHIEVED € BY TYPE OF SOURCE



A significant part of our work is focused on accessing private financing, especially from business angels, venture capital funds, corporates, and family offices. We carefully select viable projects and provide them with guidance for investor presentations, preparation of the investor's deck, and company valuation.

Thanks to our extensive network of contacts with organizations and investors at the national and European levels, we individually submit projects to investors and arrange meetings and encounters. Examples of these activities include those conducted through the "La Cuarta Financiación" Investment Club, Asturias Investors Day, and other forums.

Asturias Investor's Day

On May 12th, BIC ASTURIAS, in collaboration with IDEPA and SRP, organized the 5th edition of Asturias Investor's Day (AID2022) at LABoral Centro de Arte y Creación Industrial in Gijón.

This event served as an institutional and business platform to showcase the potential of Asturias to investors and investment funds. The initiative was supported by the Government of the Principality of Asturias.

The event successfully brought together 100 investors and 75 companies, including 61 startups and 14 growth-stage companies.

Throughout the event, more than 800 bilateral meetings took place between companies and more than a hundred of national investors, facilitated through several rounds of presentations and scheduled matchmaking activities. In parallel the Speakers' Corner featured presentations on various financial support mechanisms available to startups, such as the Asturias Startup Fund and ENISA funding lines.

Noteworthy panel discussions on investment trends addressed topics like the development of financial markets and technological platforms, with active participation from representatives of ASCRI, LUAFund, and EDP. In addition to networking opportunities and business relationships, a dedicated session titled "Women Investors" focused on exploring the challenges, roles, and contributions of women in the financial and investment sectors.

As part of the event, a meeting of our Investors club "La Cuarta Financiación" took place, where the companies Mimetly, Jopeful, and HolaPlace were showcased. These companies were selected as finalists for the Best Startup Award of AID2022, with Cycle Platform

emerging as the winner. Cycle Platform is an online B2C fashion platform that aims to revolutionize luxury consumption by offering a sustainable solution to the post-consumer textile waste problem in the fashion industry, which ranks as the second most polluting industry globally.

The “4th Investors Club”



LA CUARTA
FINANCIACIÓN

It is an unconventional Investors Club that brings together individuals with an interest in the startup world, focusing on a distinct investor profile—a young professional who can contribute contacts and experience beyond their financial investment.

They invest smaller amounts and always in co-investment.

Club members regularly receive investment proposals for innovative Asturian startups with high growth potential. The Club is expanding and currently has 116 members.

In 2022, through a collaboration with Seedrocket, 10 club members participated in the Business Angels Campus, a specialized 15-hour training program designed for private investors. The club held 4 meetings in February, May, July, and November, during which 7 startups were presented: SPODHA, H2VECTOR, JOPEFUL, MIMETLY, HOLAPLACE, QUANCE and BETTERTMAPS.

▶ Investment forums: **7**

▶ Projects presented to investors: **83**

▶ Private investors: **120**

▶ Closed agreements: **5 early stage & 2 growth stage**

▶ Finance achieved: **1,186,000 € early stage & 1,400,000 € growth stage**



LAUNCH EVENT FOR TECHNOLOGY BASED COMPANIES FEBRUARY 9TH



VENTURE ON THE ROAD FORUM DECEMBER 2ND OVIEDO





ASTURIAS

INVESTOR'S DAY 2022



ASTURIAS INVERSTOR'S DAY FORUM APRIL 12ND GIJON



THE 4TH INVESTORS CLUB MEETING
APRIL 12ND



INVESTMENT READINESS WORKSHOP **NOVEMBER 9TH**



MEETING WITH INVESTORS **DECEMBER 9TH OVIEDO**



6. Incubation and Dynamization Spaces

Incubator and bioincubator

We provide incubation spaces to startups and entrepreneurs with innovative business projects in an innovative and collaborative environment. Our goal is to help these businesses mature their business models, support their launch, development, and positioning in the market.

We manage the Incubator and Bio-incubator at the Technology Park of Asturias (Llanera), providing different incubation models for innovative and technology-based entrepreneurs and companies.

At the Mille of Knowledge in the Science and Technology Park of Gijón, we also manage the Industry 4.0 Incubator (I4.0) a reference point for the digitalisation of the industry; and a brand new initiative launched in 2022, the AS5-Hub, a new dynamization space conceived under open innovation approach for the innovation and entrepreneurship ecosystem.

Through different types of incubation services and modern facilities, we provide tailored services that meet the specific needs of entrepreneurs and startups, helping them develop and refine their business projects. We invest significant resources in enhancing their visibility, fostering synergies among them, and facilitating their access to experts and networking opportunities.

Our incubator spaces are vibrant communities, hosting events, networking activities, media coverage, visits from organizations and other companies, along with our tenants. We also offer meeting rooms, spaces, and equipment that can be offered to non-resident companies for meetings, training activities, interviews, or events, both in-person and virtually.

At BIC Asturias, we strive to create an environment that nurtures growth, collaboration, and success for our community members. We are dedicated to supporting the innovation ecosystem by providing the necessary resources and fostering a dynamic and engaging atmosphere.

▶ **4** business spaces

▶ **61** startups hosted

▶ **98 %** average occupancy rate

In BIC Asturias building, located at the Asturias Technology Park, you can find:

- The Incubator, aimed at innovative and/or technology-based companies and projects. It provides spaces for coworking, offices, and private offices for rent, as well as common areas for organizing business events and meetings.
- The Bioincubator offers adapted infrastructure and facilities for companies in the “bio” sector and Life Sciences, with 6 turnkey laboratories with integrated offices, and a fully equipped common instrument room.

Based on their specific characteristics and demands, entrepreneurs and companies can choose from different accommodation options: coworking, virtual, offices, laboratories...

I4.0 Building

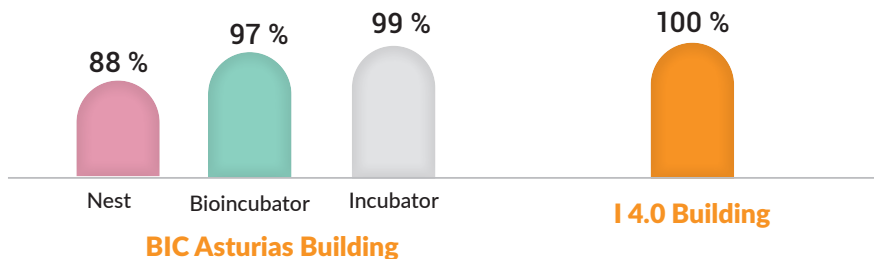
Located in the Gijón Science and Technology Park, at the heart of the Knowledge Mile, it offers purpose-built facilities to foster the establishment and growth of companies involved in Industry 4.0 activities.

Designed as a collaborative workspace, it is open to all stakeholders, facilitators, digital enablers, and companies interested in the future challenges presented by this new milestone in the fourth industrial revolution and digitalization.

The building provides rental spaces of varying sizes, and as useful infrastructure as some workshop facilities in the basement to develop technical works and prototypes. Target clients are enablers of Industry 4.0 across a range of domains, including 3D printing, advanced robotics, sensing and embedded systems, virtual and augmented reality, cybersecurity, cloud computing, connectivity and mobility solutions, drones, collaborative platforms, and big data.

In 2022, it achieved full occupancy with 8 companies operating in the field of Industry 4.0 and digitalization.

% OCCUPANCY RATE BY HOSTING MODEL





AS5Hub

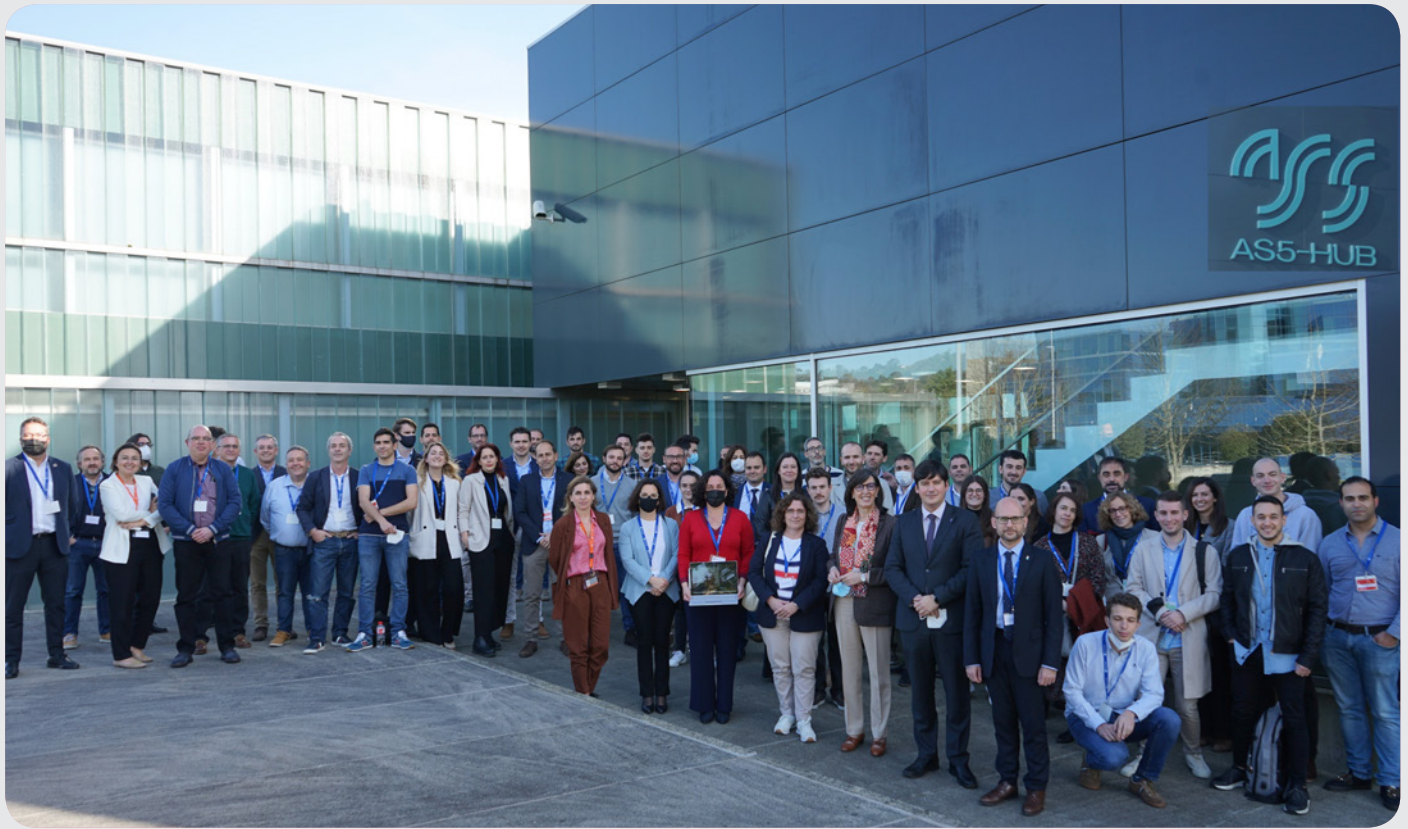
The AS5Hub serves as an innovation accelerator and the first open innovation laboratory in Asturias, led by the Government of the Principality of Asturias in collaboration with the innovation and technology ecosystem, including corporations, business promotion entities, entrepreneurs, startups, clusters, the Asturias Digital Innovation Hub, technology centers, and the University. It is managed n by both IDEPA (Regional Development Agency) and BIC ASTURIAS.

The AS5Hub focuses on promoting initiatives aligned with Asturias' Smart Specialization Strategy (S3), with particular emphasis on sectors such as agri-food, energy and circularity, active and healthy aging, heritage and biodiversity, and intelligent and resilient industry. The name "AS5" references the five areas of this regional strategy.

As the headquarters of Asturias' first open innovation laboratory, the AS5-HUB provides various facilities including offices, coworking spaces, events and meetings rooms.

The AS5Hub was launched in March 2022 with the AI for Earth Hackathon organized by Microsoft and the Government of Asturias. It has hosted numerous activities focused on fostering innovation, open innovation, digitalization, and initiatives related to the Smart Specialization Strategy S3 and entrepreneurship. Notable events held at the AS5Hub include the presentation of the Digital Strategy of the Government of the Principality of Asturias 2021-2024 (June 27th), the 8th International ICT Sector Forum (June 14th), the introduction of the Digital Innovation HUB and the outcomes of the 3rd Edition of Open Innovation 4.0 (September 19th), and the Train The Trainers Seminar (November 23-25th).

As a reference point for public and private collaboration, clusters such as the ICT Cluster, ECCO Cluster, Rural Tourism Entrepreneurs Cluster, and the Technology Cluster in Asturias for the Development of the Defence Industry have already been established in the AS5HUB building.



HACKATHON MICROSOFT FOR LAUNCH THE AS5HUB BUILDING MARCH 24TH



7. R&D&i

R&D&i

Our primary focus for enhancing and expanding our service portfolio is through continuous research and development of innovative methodologies. Simultaneously, we strive to identify and leverage national and international programs that align with our mission.

Furthermore, we are dedicated to sharing and transferring knowledge, methodologies, and managerial tools to support entrepreneurs and organizations at both national and international levels. This commitment is exemplified through our participation in technical assistance initiatives and collaborative projects.

Within our internal Think Tank work group, we conceive, analyze, and develop proposals for new international cooperation projects.

In 2022, we continued the implementation of the AT-VIRTUAL project and collaborated with partners to submit 5 proposals for new projects to regional, national, and international calls.

-
- ▶ In 2022, we submitted in association with partners **5** proposals for international, national and regional projects

CEEI ASTURIAS LEADS THE EUROPEAN PROJECT AT-VIRTUAL



AT-Virtual is financed through the Territorial Cooperation Program INTERREG Atlantic Area (2014-2020) under the European Regional Development Fund (ERDF). The aim of the project is to improve the operability of the Maritime

Safety Training Centers from Atlantic Area by accelerating their digitalization through the introduction of emerging technologies in the field of Industry 4.0 (Vision Technologies - Big data / Analytics - IoT). This process will be carried out through an open innovation methodology in collaboration with startups in the Atlantic Area.

The European partners participating alongside CEEI Asturias are: Laval Mayenne Technopole - Pays-de-la-Loire (FR), Instituto Pedro Nunes - Associação para a Inovação e Desenvolvimento em Ciência e Tecnologia - Portugal Centro, Escola Superior Náutica Infante D. Henrique (ENIDH) (PT), South West Business & Technology Centre Ltd (CorkBIC) - Southern and Eastern, National Maritime College of Ireland through Munster Technological University - MTU (IR), Sociedad de Salvamento y Seguridad Marítima through the Centro de Seguridad Marítima Integral Jovellanos - Principado de Asturias (ES), Fundación Tecnalia Research & Innovation - Basque Country (ES), and Centre Européen de Formation Continue Maritime (FR) as an associated partner.

During 2022

SELECTION EVENT FOR THE 2ND CALL FOR CHALLENGES IN THE FIELD OF BIG DATA / DATA ANALYTICS

On January 27th, organized by Escola Superior Náutica Infante D. Henrique (ENIDH), an event was held featuring a workshop on successful case studies of applying technology. The workshop included inspirational presentations by Fernando Bação and Miguel Neto, professors from NOVA IMS, showcasing real-life applications of Big Data/Data Analytics in the maritime domain. The event concluded with pitch presentations from 4 preselected startups, including 3 from Asturias: BETTERMAPS, UPINTELLIGENCE, and KOINSYS.

After evaluations, UPINTELLIGENCE was selected and established partnerships with two organizations. First, they collaborated with Centro Jovellanos (SASEMAR) to design and implement a Big Data solution. Second, they partnered with Munster Technological University to develop a conversational system for providing feedback on the training systems developed by this centre.

LAUNCH AND SELECTION EVENT FOR THE 3RD CALL FOR CHALLENGES IN THE FIELD OF VISION TECHNOLOGIES AND IOT.

Targeted at startups in the Atlantic Space, this call invited proposals for the 5 challenges presented by Centro de Seguridad Marítima Integral Jovellanos, Escola Superior Náutica Infante D. Henrique (ENIDH), and National Maritime College of Ireland - MTU. A total of 16 solutions were received, with 9 from 6 startups from Asturias: PRESENCE XR SOLUTIONS, AZAI SOLUTIONS, PIBICO, BYM INGEMA, TACTICA TIC, and UP INTELLIGENCE.

On June 30th, the partner Centro de Seguridad Marítima Integral Jovellanos organized the third Selection Event in Asturias, with the participation of project partners from Portugal, France, Ireland, and Spain. The event included a workshop on "Hands-on experience applying vision technologies," featuring presentations by the Asturian startup Symbiosis (VR technologies applied to training by the European Maritime Safety Agency) and Centro Laval Mayene Technpole (From idea to solution: joining resources).

Following B2B meetings between rescue centers and the preselected startups, 5 of them from Asturias, partnerships were formed to address the 5 technological challenges. On July 8th, two Asturian companies, Azai Solutions and Pibico, were selected. Azai Solutions will implement the requested vision technology for emergency procedures in a helicopter cabin mock-up at Centro de Seguridad Marítima Integral Jovellanos. Pibico is developing an environmental sensor array solution in collaboration with the National Maritime College of Ireland and improving training in handling and rescuing small vessels with Escola Superior Náutica Infante D. Henrique (ENIDH).

Webinar: "Actual uses and expected trends of immersive technologies for immersive learning and training" (May 11th), organized by partner Laval Technpole.

STEERING COMMITTEES

The 7th, 8th, and 9th Steering Committees were conducted online on April 20th, September 29th, and December 14th, respectively. Discussions mainly focused on the results of the second Bigdata/Analytics call, the challenges for the upcoming third call and selection event in vision technologies, as well as other important cross-cutting aspects pertaining to project management, communication, and result capitalization.

CROSS-INVITATIONS TO OTHER EVENTS

- BIC Asturias, as the project leader, presented the AT Virtual project at the Working Group Meeting of the European project Interreg CircularSeas, alongside other projects like PlasticLab, Biogears, Bluenet, and Blue Circular Economy. The event focused on disseminating results and exchanging experiences among projects in the Atlantic Area.
- On December 1st, AT Virtual, together with two other European projects, Access2Sea & Integrate, was featured at the “When Technology Meets Aquaculture” event during the 9th Atlantic Stakeholder Platform Conference. In addition to BIC Asturias, Pibico, UpIntelligence, and Koinsys participated as digital enablers, facilitating the transfer of technological solutions from AT Virtual to traditional sectors like aquaculture.

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RISING UP IN SPAIN



We have joined the Rising UP in Spain program, an initiative led by ICEX Invest in Spain that provides a soft landing for foreign startups. In May, we joined as a local partner in the VI RisingUP in Spain Program with the objective of attracting talent and supporting the establishment of startups in our region.

The current call, which has the participation of over 100 companies worldwide interested in setting up in Spain, facilitates direct connections between partners and startups.

The educational and networking boot camp, held from July 12th to July 15th, ushered the matchmaking process between startups and local partners in Spain.

During the DemoDay on October 24th, StartinAsturias presented exciting regional opportunities to 20 foreign startups. With mutual interest in progressing further, we develop contacts with 5 of them.

In collaboration with SRP, we conducted bilateral meetings between local partners and startups to support the potential establishment of 2 startups in Asturias. With one of them, we signed a collaboration agreement for an exploratory visit to the region during the first quarter of 2023.

DIGITAL INNOVATION HUB - ASDIH



**Asturias Digital
Innovation Hub**
AsDIH

It is a crucial initiative aimed at accelerating the digitalization process of the Asturian industry. The Asturias Digital Innovation Hub (AsDIH) will serve as a platform where companies can experiment with technology before making investments and participate in complementary demonstration activities and alternative services that contribute to their digitalization success.

Led by the Government of the Principality of Asturias, the hub brings together the region's main scientific and technological competence centers, including IDEPA as the coordinator, BIC Asturias, ASINCAR, CTIC Technology Center, IDONIAL, CETEMAS, and the University of Oviedo. On the business side, FADE represents the entrepreneurial sector, and the clusters (TIC Cluster, MetalIndustry4) are also part of this collaboration.

The launch of this digital strategy coordination hub took place during an event held at the As5HUB building on September 19th, with representatives from the Government of the Principality and the Ministry of Industry, Trade, and Tourism. The hub will play a crucial role in Asturias' participation in the Digital Europe Program initiatives, which aim to stimulate essential technologies for industrial competitiveness, such as artificial intelligence, cybersecurity, and high-performance computing.

With a total budget of 1.8 million euros, the Asturias Digital Innovation HUB will enhance the competitiveness of the regional economy by promoting rapid digital maturity among Asturian companies, particularly industrial SMEs. This initiative will have a significant impact on areas such as data analysis, sensing, computer vision, and hyper-automation, addressing the challenges outlined in the new Strategy of Smart Specialization (S3).



AT Virtual. 9th Steering Committee Meeting
14th December 2022

AT VIRTUAL 9TH STEERING COMMITTEE
DECEMBER 14TH



AT VIRTUAL 3TH SELECTION EVENT
JUNE 30TH GIJON



ASDIH DIGITAL INNOVATION HUB LAUNCH **SEPTEMBER 19TH**

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ASTURIAS PRESENTATION IN RISING UP IN SPAIN **OCTOBER 24TH**





Centro Europeo de empresas e innovación